



HARSH KR. GUPTA

(BUSINESS ANALYST)

PROFILE

Enthusiastic Technical Sales analyst for contributing to record - setting sales figures. Offers an In- depth understanding of the products, sales cycle process and remain focused on customer satisfaction throughout all stages to achieve revenue gains, Experienced ,"fearless" cold- caller and presenter negotiator and closer.

MAIN OBJECTIVE

I want to secure a position in a company that challenges my skills, updates my current knowledge , and sharpens my training . I want to broaden my horizons and gain a different perspective so that i can look at the same thing from a variety of angles.

CONTACT DETAILS

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Location : Noida

WORK EXPERIENCE

Business Development Analyst Intern

3C CAPITALS LLP | Sep 2019-Oct 2019

- Outbound Marketing :- Build new business by bringing in new clients, managing strategic relationships with partners and existing clients.
- Identify sales leads, pitch services to new clients and maintain a good working relationship with new contacts. Connecting for new business to prospective /existing clients.

Campus Ambassador Intern

IIM Bangalore's Vista | May 2019 - Aug 2019

- Connect vista to major stakeholders on my campuses.
 - Regularly update my college regarding the events, workshops and speaker sessions and drive participation.
 - Promoting Vista'19 in my colleges through social media platforms like WhatsApp, Facebook, LinkedIn, Instagram, YouTube, etc.
 - Promoting the events among my friends by forwarding the weekly Vista mailers.
- Offline publicity contribution by putting posters in my college as well as when the events are launching on social media.

EDUCATION

Institute Of Management Studies ,Noida (BCA)

Class of 2018 - 21 |Batch Valedictorian

- % Marks - 75.5 %
- Participated in Inter Department Shoe Painting Competition at Design and innovation Academy .Noida
- Volunteer at Salaam Namaste 90.4 FM Noida
- Content Writer under IT Professor

D.A.V Kapildev Public School ,Ranchi (High School)

Class of 2016 - 2018

- % Marks - 69.8%

SKILLS

- C
- C++
- Data Structure
- Algorithm
- Microsoft Office
- Blogging
- WordPress
- Business Development
- Event Management
- Business Strategy